

RJ REYNOLDS

TOBACCO COMPANY

April 29, 1997

RJR Account #375878
P. Cox
McLANE-NORTHEAST

Paul - Highlights are revised from previous letter. Judy
S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

COPY

JUNE PROMOTION (#700272): DORAL B2G1F

Dear Paul:

Doral B2G1F pre-sleeved product in quantities listed below has been ordered to cover the above promotion for display shipment to your participating retail accounts. 1050 SKUs of shipper Displays (item #525101) have been ordered to Consolidated Industries to pack this Promotion.

Product PO Numbers:

PO Number	Product / State	#/Cases Per Style				EFT \$ Amount
		FF BOX	LT BOX	FF 100	LT 100	
	UPC Code	12300-24065	12300-24066	12300-24063	12300-24062	
ER1345-01	B2G1F / CT	4	4	2	4	\$2,048.55
ER1346-01	B2G1F / MA	8	8	4	8	\$3,441.93
ER1347-01	B2G1F / NH	1	1	0	1	\$506.49
ER1348-01	B2G1F / NJ	2	2	1	2	\$1,087.28
ER1349-01	B2G1F / NY	29	29	16	29	\$14,515.33
ER1350-01	B2G1F / OH	1	1	0	1	\$509.19
ER1351-01	B2G1F / PA	24	24	12	24	\$13,727.77
ER1352-01	B2G1F / RI	1	1	0	1	\$409.29
	TOTALS	70	70	35	70	\$36,245.83

Product Arrival:

May 12, 1997

Shipper Displays Arrival (Consolidated):

May 15, 1997

Ship Date to Retail:

Week of June 2, 1997

Item #525101 (Displays)

SKU CUBE:

0.9960

SKU WT (w/o Product):

1.7200 lbs

Retail Sales Offer per Sku:

21 Offers

51861 8187